General Guidance to Potential Protégés

(based on Success Panel of DoD Mentor-Protégé Conference, March 2011)

- Do research and determine which Prime Contractors have a reasonable chance of providing the mentoring that your company needs – focus your efforts on those companies-- your ultimate goal is to enter a *successful* Mentor-Protégé (MP) agreement, *not merely just to get a MP agreement*
- Be up front with the Prime and let them know early about any constraints you may have – surprises can be devastating to the success of the MP agreement and can irreparably damage your relationship with the Prime (e.g., resources, systems, SB category)
- Competition is fierce and you may not enter a MP agreement the first time – never burn your bridges
- Never assume anything- ask questions and make sure you have the same understanding on critical issues (e.g., the level of resources expected of you, etc.)
- Get a commitment from the Prime to let you know as soon as possible if you are not a fit – you deserve an opportunity to look at other options
- *Preparation* trumps *timing*- don't waste your time or the Prime's if

The Mentor and Protégé firms are solely responsible for selecting a partner that they believe will result in a successful MP relationship